

Valid for 2024.FS

	Integration Management						
Module Code	w.BA.XX.2MAI.XX						
Module Description	M&As (Mergers and Acquisitions):Buying a company means making a big decision. In						
	this module, students learn how to plan and execute an acquisition project as well as						
	how to plan and implement the integration of a target company after its purchase.						
	Preparing and implementing a company acquisition requires many resources and skills.						
	With the amount of financial and human resources employed, failure is not an option.						
	The module covers the following topics:- Project phases and stakeholders of an						
	acquisition project- Success factors and stumbling blocks of integration management-						
	Using integration management for performance transformationGuest lecturers will share						
Program and Specialization	their transaction experience with students.						
Program and Specialization	 Business Administration - Specialization in Accounting, Controlling, Auditing Business Administration - Specialization in Banking and Finance 						
	§ Business Administration - Specialization in Banking and Finance (FLEX)						
	 Business Administration - Specialization in Banking and Finance (PiE) Business Administration - Specialization in Behavioral Design 						
	§ Business Administration - Specialization in Economics and Politics						
	 Business Administration - Specialization in General Management Business Administration - Specialization in General Management (Flex) 						
	Business Administration - Specialization in General Management (Fiex) Business Administration - Specialization in Marketing						
	Business Administration - Specialization in Marketing Business Administration - Specialization in Risk and Insurance						
	Business Administration - Specialization in Risk and insurance Business Information Technology						
	§ Business Information Technology - Specialization in Business Information Systems						
	§ Business Law						
	§ International Management						
Legal Framework	Academic Regulations BSc dated 29.01.2009, for the degree programs in Business						
3	Administration, International Management, Business Information Technology, Business						
	Law, Business Law and Applied Law, first adopted on 12.05.2009						
Module Category	Module Type:	Program Phase:					
	Compulsory Elective	Main Study Period					
ECTS	3						
Organizational Unit	W Institut für Financial Management (IFI) Alexandru-Septimiu Rif (rifa)						
Module Coordinator							
Deputy Module Coordinator	Mehdi Mostowfi (mosw)						
Prerequisite Knowledge	Strategic management, financial accounting, project management, and international						
	business						
Contribution to Program	§ Professional Competence						
Learning Goals (Affected by	by § Methodological Competence						
Module)	§ Social Competence						
	§ Self-Competence						
Contribution to Program	Professional Competence						
Learning Objectives	§ Knowing and Understanding Content of						
	§ Apply, Analyze, and Synthesize Content of Theoretical and Practical Relevance						
	§ Evaluate Content of Theoretical and Pra	ctical Relevance					
	Methodological Competence						
	§ Problem-Solving & Critical Thinking						
	§ Scientific Methodology § Work Methods, Techniques, and Procedures						
	1 -	uics					
	§ Information Literacy	ules					
	§ Information Literacy § Creativity & Innovation						
	§ Information Literacy § Creativity & Innovation Social Competence						
	 Information Literacy Creativity & Innovation Social Competence Written Communication 	uico					
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	 Information Literacy Creativity & Innovation Social Competence Written Communication Oral Communication Teamwork & Conflict Management 						
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	 Information Literacy Creativity & Innovation Social Competence Written Communication Oral Communication Teamwork & Conflict Management Intercultural Insight & Ability to Change F Self-Competence 						
	 Information Literacy Creativity & Innovation Social Competence Written Communication Oral Communication Teamwork & Conflict Management Intercultural Insight & Ability to Change F Self-Competence Self-Management & Self-Reflection 						
	§ Information Literacy § Creativity & Innovation Social Competence § Written Communication § Oral Communication § Teamwork & Conflict Management § Intercultural Insight & Ability to Change F Self-Competence § Self-Management & Self-Reflection § Ethical & Social Responsibility						
Andrila Languis y Object	 Information Literacy Creativity & Innovation Social Competence Written Communication Oral Communication Teamwork & Conflict Management Intercultural Insight & Ability to Change F Self-Competence Self-Management & Self-Reflection Ethical & Social Responsibility Learning & Change 						
Module Learning Objectives	§ Information Literacy § Creativity & Innovation Social Competence § Written Communication § Oral Communication § Teamwork & Conflict Management § Intercultural Insight & Ability to Change F Self-Competence § Self-Management & Self-Reflection § Ethical & Social Responsibility	Perspective					

\$ apply various methods to evaluate companies or a able to use purchase price allocation to determine the value of a company analyze an M&A process from different perspectives participate in discussions and presentations of case examples and studies, using the correct terminology, instruments, and methods. Module Content \$ An introduction to and the principles of M&A management MA management as the Gateway to Success. 1st edition. Cham: Springer. ISBN 978-3-318-0500-3-6. Recommended Reading Frankel, M. (2018). Mergers & Acquisitions: Integration and Transformation Management as the Gateway to Success. 1st edition. Cham: Springer. ISBN 978-198-0500-3-6.		§ know the M&A process (project phases) and are able to explain and implement its steps in the context of various situations of companies.								
\$ are able to use purchase price allocation to determine the value of a company \$ analyze an M&A process from different perspectives participate in discussions and presentations of case examples and studies, using the correct terminology, instruments, and methods. Module Content \$ An introduction to and the principles of M&A management \$ M&A process/project phases: Success factors and stumbling blocks \$ Company evaluation: Evaluation methods \$ Acquisition management: Strategic analysis phase and transaction phase \$ M&As: Success due to integration management / an integration module in five steps \$ Case study \$ New trend: Global transactions in specific industrial sectors Links to other modules			I a la l							
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\$ M&As: Success due to integration management / an integration module in five steps \$ Case study \$ New trend: Global transactions in specific industrial sectors The content of this module is linked to the following module: w.BA.XX.1MASA.XX Methods of Instruction \$ Lecture \$ Social Settings Used: Group Work \$ Section Sect										
\$ Case study \$ New trend: Global transactions in specific industrial sectors Case Case Case Case Case										
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Links to other modules The content of this module is linked to the following module: W.BA.XX.1MASA.XX										
Social Interactive Instruction Social Application Tasks Social Studies Social Project Work	Links	to other modules	The content of this mo							
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S Project Work Teaching Videos Teaching Videos Type of Instruction Classroom Instruction Classroom Instruction Class 28 h 20										
Digital Resources Type of Instruction Classroom Instruction Class 28 h 20 h Small Class Group Instruction Practical Work Seminar Total Performance Assessment End-of-module exam - Resources Others Individual contribution to class discussions Classroom Attendance Requirement Attendance is mandatory for guest lectures and student presentations. English Pergation New Jersey: Wiley. Instruction/Examination Compulsory Reading Recommended Reading Frankel, M. (2017). Mergers and Acquisitions Basics. 1st edition. New Jersey: Wiley. Isbn 978-1119273479.										
Type of Instruction Classroom Instruction Guided Self-Study Autonomous Self-Study Large Class	Digita	al Daggurage								
Large Class			Classroom Instruction	'n	Guided Self-St	udv	Auto	nomous Self-Study		
Small Class	Турс				Guidea Sell-St		Auto	nomous den-otady		
Group Instruction				-		2011				
Practical Work Seminar Total 28 h Performance Assessment End-of-module exam Form		Group Instruction				_				
Total 28 h 20 h 42 h Performance Assessment End-of-module exam Form		<u> </u>		_		_	-			
Performance Assessment End-of-module exam		Seminar		_		-				
End-of-module exam		Total	2	8 h		20 h		42 h		
- Permitted Resources - Superinted Resources - Resources - Requirement - Requirement - Requirement - Regular Processing Register Superinters Requirement - Requirement - Regular Processing Regular Process	Perfo	rmance Assessment								
Compulsory Reading Recommended Reading Resources		End-of-module exam	Form			Length (min.)		Weighting		
Compulsory Reading Recommended Reading Resources		-	-					-		
Others Individual contribution to class discussions Talk/oral presentation Classroom Attendance Requirement Mandatory Attendance: Other Attendance is mandatory for guest lectures and student presentations. Language of Instruction/Examination Compulsory Reading Bergamin, S. & Braun, M. (2018). Mergers & Acquisitions: Integration and Transformation Management as the Gateway to Success. 1st edition. Cham: Springer. ISBN 978-3-319-60503-6. Recommended Reading Frankel, M. (2017). Mergers and Acquisitions Basics. 1st edition. New Jersey: Wiley. ISBN 9781119273479.		Permitted	-			·				
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